

Connector Message for D'Alessandro, Giuseppe

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To: Brand-Discount  
Cc: Padoan, Art; Sales Programs; Sales Services  
From: Alfieri, Frank  
Date: Fri, Aug 13, 1993 2:17 PM  
Subject: FW: COMPETITIVE UPDATE

FYI. News from St. Louis, Section 31.

2060167331

FCA

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To: Alfieri, Frank; Zumwalt, Donna  
Cc: Johnson, Tony  
From: Petroski, James on Fri, Aug 13, 1993 12:45 PM  
Subject: FW: COMPETITIVE UPDATE

This memo received from Unit Manager Geri Pagano, St. Louis, Mo., is for your information.

As additional information becomes available, it will be forwarded.

2060167332

James

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To: Petroski, James  
From: SF3102 on Fri, Aug 13, 1993 1:26 PM  
Subject: COMPETITIVE UPDATE

Item 0062044                      93/08/13      13:14

From: SF3102                      Mallett, Sandra

To: PETROSKI\* JAMES@REG3-MAIL@PHILMORR#

Sub: COMPETITIVE UPDATE

JAMES

WARRENTON OIL HAS JUST INFORMED ME THAT B&W HAS OFFERED A BUY  
DOWN ON GPC'S.  
THEY ARE OFFERING \$1.60 PER CARTON TO COMPETE WITH PRIVATE STOCK.  
BASIC'S WILL  
THEN BE 15 CENTS PER PACK HIGHER THAN B&W.  
THIS SAME OFFER HAS BEEN MADE TO THE THOELE CHAIN.

GERI PAGANO 31-01-00

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